



U.S. Small Business Administration

Connections

News from the Connecticut District Office

June, 2004

Kenneth Silvia, District Director

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All of the SBA's programs and services are provided to the Public on a nondiscriminatory basis.

Lending News

Greta Johansson, Deputy District Director

Hello, partners. It was great to see those of you who were able attend our Annual Small Business Week Celebration held at The Belevdere, New Haven on June 3, 2004. We received rave reviews and hope you had an enjoyable evening.

Please keep in mind that we will once again be looking for your support as we seek nominees for our 2005

award recipients. Information and guidelines will be sent to you as soon as we receive them.

On another note, SBA Information Notice 5000:922 was issued this week to remind us all about the policy and regulations governing loan maturities. The purpose of the notice is to remind us that the use of proceeds determines the appropriate maturity for an SBA-guaranteed loan. SBA's policy regarding maximum maturities for 7(a) loans is found in SOP 50 10(4), Subpart B, Chapter 1, para. 7.

The regulation governing 7(a) loan maturities is the following:

Sec. 120.212 What limits are there on loan maturities.

The term of the loan shall be:

- (a) The shortest appropriate term, depending upon the Borrower's ability to repay;
- (b) Ten years or less, unless it finances or refinances real estate or equipment with a useful life exceeding ten years; and
- (c) A maximum of 25 years, including extensions. (A portion of a loan used to acquire or improve real property may have a term of 25 years plus an additional period needed to complete the construction or improvements.)

A maturity of 25 years is reserved for real estate loans. Maturities exceeding 10 years must be documented to demonstrate that the reasonable economic life of the assets acquired with the loan proceeds is greater than 10 years.

Please feel free to give us a call if you have any questions at (860) 240-4700.

Get to Know Your Connecticut District Office Staff

Hugh Curley

Economic Development Specialist



Hugh Curley is Manager of the SBA's Business Information Center (BIC) in Hartford, Connecticut. He has worked in the area of business and

community development since 1987 serving as Executive Director of The Middlesex County Revitalization Commission and Vice President of The Middlesex County Chamber of Commerce.

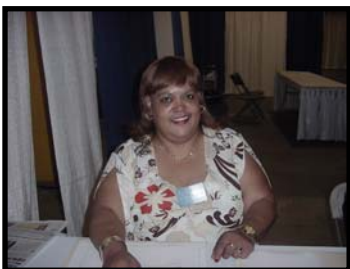
In 1998, Hugh joined the staff of the U.S. Small Business Administration as manager of the BIC, a resource facility for new and existing businesses. Hugh helps new and existing business owners connect with the resources available to address their particular circumstance.

Hugh serves as Chair of the Community Decommissioning Advisory Committee for Middlesex County. Since 1997, the committee, one of the first in the nation, has served as the primary channel for public inquiry into issues and concerns related to the dismantlement and decontamination of the Connecticut Yankee Nuclear Plant.

A native of Long Island, NY, Hugh has lived in Durham, Connecticut since 1982. He and his wife Pat are preparing to be empty nesters as the last two of their four children head off to college. An avid golfer, Hugh looks forward to seeing his three grandkids taking up the game and undoubtedly beating him in the years ahead.

Stephanie Scott

Economic Development Assistant



Stephanie Scott joined the SBA staff in 1991 as a Business Development Assistant, which is now called Economic Development Assistant.

In her 13 years of service with the SBA, she has provided assistance to all SBA divisions (i.e., Administrative, Finance, Business Development, Portfolio Management, 8(a) Business Development, including the receptionist and answer desk areas).

Stephanie has a combined total of nineteen years of federal government service. Her first seven years of federal service were with the Dept. of Defense, as Secretary/Financial Clerk.

Stephanie is always willing to lend a helping hand whenever and wherever needed, especially when special projects arise. She has also taken on the task of improving the CT District Office Resource Guide. She can definitely consider herself a "Jack of all trades."

Stephanie is the proud grandmother of three beautiful grandchildren. Stephanie and her 11 year-old grandson, Dakhari both reside in Hartford, CT.

P. Edgardo Tarrats

Supervisor, Economic Development



P. Edgardo Tarrats joined the SBA in June 1997 as Chief of the Portfolio Management Division, after 15 years with the Federal Deposit Insurance Corporation (FDIC). As Chief PMD, Edgardo was, until recently, responsible for the day to day operations of the Portfolio Management Division, which handled the processing of loan guaranty purchases and liquidation functions of the Connecticut District Office.

Upon the recent transfer of the PMD functions to the new National Guaranty Purchase Center in Herndon, Virginia, Edgardo was assigned to supervise one of two teams responsible for Marketing and Outreach programs in the Connecticut District Office. Edgardo is also the liaison between the Connecticut lenders and the National Guaranty Purchase Center.

While at the FDIC, Edgardo occupied various managerial positions in its Division of Liquidation, including Operations Department Head in San Juan, Puerto Rico and Consolidated Office and Liquidator in charge of a failed bank in Denver, Colorado. In 1989,

Edgardo was selected to a special task force to handle resolution to the S&L crisis. He was temporarily assigned to a newly created federal agency, the Resolution Trust Corporation (RTC), to assist in the liquidation activities of failed S&Ls.

At the RTC he was Managing Agent and Supervisory Liquidator in Charge of a failed S&L in Nebraska. He also held the position of Special Assistant to the Deputy Director – Asset Resolution, at the RTC Intermountain Consolidated Office in Denver.

In 1992, Edgardo transferred to the FDIC's Northeast Service Center in East Hartford, Connecticut, where he held the position of Section Chief – Major Assets.

He attended the Catholic University of Puerto Rico and the University of Puerto Rico, Mayaguez Campus, in his a native Puerto Rico.



SBA Corner
Jeffrey H. Butland,
Regional Administrator

I have recently suffered a loss to my business as a result of a natural disaster (flooding). Is there anything the SBA can do to help me recover?

If your business has suffered physical damage as a result of a disaster, you may be eligible for financial assistance from the SBA. Any business that is located in a declared disaster area and has incurred damage as a result of the disaster may apply for a loan to help repair or replace damaged property to its pre-disaster condition.

The SBA makes physical disaster loans for up to \$1.5 million to businesses that qualify. The maximum maturity for such loans is 30 years. However, the actual maturity is based on your ability to repay the loan

Repair or replacement of real property, machinery, equipment, fixtures, inventory and leasehold improvements may also be included in the loan. And, as an added benefit, you may be eligible for financial assistance from the SBA even if you don't own a business. As a homeowner, renter and/or personal property owner, you may also apply to the SBA for a loan to help you recover from a disaster.

The SBA Corner focuses on issues about starting or expanding an existing small business. Please direct all inquiries to the Connecticut Office at (860) 240-4700 or visit the SBA web site at www.sba.gov/ct.

SBA Rural Initiative

The U.S. Small Business Administration has begun a program to expand its reach to as many rural areas of the U.S. as possible in an effort to make its services available to all those who wish to start or expand a business.

officials and business organizations to offer our support and services.

We in the Connecticut District Office are going through the process of identifying those counties within our jurisdiction that are classified as rural. Our goal is to reach those lenders, economic development

Look for us because we will be coming to a town near you!



Lorraine Green, Economic Development Specialist on a recent Rural Outreach visit to the Harwinton Town Hall.

Upcoming Events

- | | | |
|-------------|-----------|---|
| July | 8 | Monthly 8(a); BD/SDB; & HUBZone Workshop 10:00a.m. – 11:00a.m. at 330 Main St. 2 nd Floor, Hartford, CT
For more information contact kathleen.jennings@sba.gov |
| July | 9 | Monthly How to do Business with the Federal Government Workshop
Gateway Community College
60 Sargent St. Rm. 207B. New Haven, CT
For more information contact bernard.sweeney@sba.gov |
| July | 16 | Successful Women in Business
Wealth; Get it, Grow it, Share it
8:00a – 5:00p
Quinnipiac University, Hamden, CT |

Check out our website for other ongoing seminars and workshops for small business www.sba.gov/ct

**CONNECTICUT DISTRICT OFFICE
FY 2004 LOAN VOLUME BY LENDER
AS OF 5/31/04**

Citizens Bank	233	\$9,594,300
Fleet National Bank	113	\$6,094,700
Webster Bank	56	\$9,225,300
Capital One, FSB	50	\$1,880,000
BankNorth, NA	36	\$4,339,000
CIT Small Business Lending Corp.	24	\$9,443,200
Peoples Bank	23	\$5,179,000
Fairfield County Bank Corp.	22	\$2,630,000
Sovereign Bank	22	\$2,268,000
Commercial Loan Partners, Inc.	21	\$11,069,000
Thomaston Savings Bank	20	\$1,070,100
Connecticut Community Investment Corp.	18	\$6,950,000
Cornerstone Business Credit Inc.	18	\$6,167,000
JP Morgan Chase Bank	14	\$ 915,000
Hudson United Bank	11	\$2,052,500
First County Bank	9	\$2,375,750
Wachovia Bank, NA	9	\$1,902,500
The Washington Trust Company of Westerly	8	\$1,337,000
Northwest Community Bank	8	\$ 687,500
UPS Capital Business Credit	7	\$4,200,000
Business Lenders, LLC	7	\$1,956,000
NewMil Bank	7	\$1,372,000
Farmington Savings Bank	7	\$ 735,000
Essex Savings Bank	7	\$ 728,000
Union Savings Bank	7	\$ 627,000
Housatonic Industrial Development Corp.	6	\$2,894,000
NewAlliance Bank	6	\$ 980,000
The Simsbury Bank & Trust Co.	6	\$ 805,000
Rockville Bank	5	\$ 755,000
Savings Bank of Danbury	5	\$ 324,500
The Apple Valley Bank & Trust Co.	4	\$1,704,000
Business Loan Center, LLC	3	\$3,503,000
Commerce Bank	3	\$1,338,000
Valley National Bank	3	\$1,030,000
Newtown Savings Bank	3	\$1,005,000
The Bank of Southern Connecticut	3	\$ 887,000
Independence Bank	3	\$ 355,000
HSBC Bank USA	3	\$ 200,000
The Bank of Western Massachusetts	3	\$ 159,000
Citibank, FSB	3	\$ 130,000
Liberty Bank	3	\$ 102,500
Connecticut Business Development Corp.	2	\$1,224,000
Unity Bank	2	\$1,000,000
Prime Bank	2	\$ 730,000
GE Capital Small Business Finance Corp.	2	\$ 715,000
Temecula Valley Bank, N.A.	2	\$ 513,600
Pitney Bowes Small Business Lending, LLC	2	\$1,930,000

Broadway National Bank	1	\$ 750,000
The First National Bank of Suffield	1	\$ 625,000
Comerica Bank – Texas	1	\$ 542,000
Enfield Federal Savings & Loan Association	1	\$ 517,000
Small Business Loan Source, Inc.	1	\$ 486,000
The Canaan National Bank	1	\$ 422,000
The National Bank of Litchfield	1	\$ 202,000
Valley Bank	1	\$ 200,000
First City Bank	1	\$ 180,000
Salisbury Bank & Trust Company	1	\$ 150,000
West Bank	1	\$ 150,000
The Community's Bank	1	\$ 150,000
Chelsea Groton Savings Bank	1	\$ 100,000
Connecticut River Community Bank	1	\$ 100,000
The Warwick Savings Bank	1	\$ 50,000
Castle Bank & Trust Company	1	\$ 35,000
TOTAL	847	\$121,741,950

The following list represents lenders providing first position financing in participation with 504 projects, with the 504 debentures included in the above list under the CDCs.

504 Loans		SBA Portion	Total Project
Webster Bank	7	\$1,550,000	\$4,107,500
CIT Small Business Lending Corp.	5	\$3,107,000	\$7,852,550
Fleet Bank	4	\$3,132,000	\$9,785,000
Peoples Bank	2	\$1,229,000	\$4,211,000
Rockville Bank	3	\$1,404,000	\$3,415,500
Union Savings Bank	3	\$ 675,000	\$1,588,300
Bank of Southern Connecticut	3	\$ 507,000	\$1,214,100
Thomaston Savings Bank	2	\$1,503,000	\$4,460,000
Liberty Bank	2	\$ 864,000	\$2,118,000
BB & T (Vine St. Financial)	1	\$1,300,000	\$6,551,000
GE Capital Corp.	1	\$ 778,000	\$1,907,000
Hudson United Bank	1	\$ 757,000	\$1,834,100
Bank of Western Massachusetts	1	\$ 723,000	\$2,100,000
Hampden Savings Bank	1	\$ 695,000	\$2,036,000
NCB, FSB	1	\$ 377,000	\$ 909,200
Zions Bank	1	\$ 841,000	\$2,040,000
Business Loan Express	1	\$ 346,000	\$ 835,000
First National Bank of Litchfield	1	\$ 313,000	\$ 754,000
Newtown Saving Bank	1	\$ 311,000	\$ 750,000
Enfield Federal Savings Bank	1	\$ 295,000	\$ 710,000
Essex Savings Bank	1	\$ 258,000	\$ 620,000
Dime Savings Bank of Norwich	1	\$ 242,000	\$ 775,300
Jewett City Savings Bank	1	\$ 202,000	\$ 552,600
Simsbury Bank	1	\$ 151,000	\$ 360,000
Savings Bank of Manchester	1	\$ 152,000	\$ 360,000
TOTAL	47	\$21,694,000	\$61,846,550

FREE!

8(A) BUSINESS DEVELOPMENT, SMALL DISADVANTAGED BUSINESS AND HUBZONE WORKSHOPS ARE HELD EVERY 2ND THURSDAY OF THE MONTH.

FOR MORE INFORMATION CONTACT KATHLEEN JENNINGS AT (860) 240-4700 EXT. 227 OR EMAIL KATHLEEN.JENNINGS@SBA.GOV

SBA Success Story

Liberty Bell Museum – Dinah Hale, Owner Home-based Business

Dinah Hale used to live in the City of Brotherly Love, Philadelphia, PA. While a resident of Philly, she visited Independence National Historical Park and saw the Liberty Bell for the first time in her life. The inspiration she received from that first visit to the greatest symbol of freedom known around the world sparked an interest in American history and she began collecting and researching Liberty Bell memorabilia and souvenirs. Thus began a long journey of this young Philadelphia woman's personal quest to discover how the Liberty Bell's image has been used throughout history.

When Dinah moved from Philadelphia to Connecticut she realized how much she missed Philadelphia and continued her long and intense research on the historical significance of the Liberty Bell. She crafted and designed an informal web site to share this information with the public. She managed the web site for several years from her home in Rocky Hill, Connecticut, and received numerous e-mails from people all over the country who wanted to know where and how they could purchase Liberty Bell souvenirs.

Dinah thought to herself, "Since there are so many people who also appreciate the symbol of the Liberty Bell and want to own a token of freedom, perhaps this can become a business." Dinah always wanted to be an entrepreneur, but never knew what business she would go into. She realized that her interest in the Liberty Bell could provide her with just the business opportunity she desired. Dinah explained her plan to her family, but since it was such an unusual idea, they doubted the business would succeed.

In April of 2001 Dinah began selling Liberty Bell souvenirs and reproduction American historical documents through her web site. Dinah grossed

\$2,063.00 in sales in 2001 and was more successful each year thereafter. For 2002, the gross sales were \$15,236.00, more than six times the previous year. That's when Dinah realized she had a "business." In 2003, Dinah made a total of 727 sales and grossed \$41,000. It was at that point that Dinah knew that her venture was growing so fast she needed to seek help on running a business.



Dinah Hale

In February 2003, Dinah came in for her first appointment at the SBA Office of Women's Business Ownership at The Entrepreneurial Center. Dinah explained that her new for-profit business was a "virtual" museum online {www.libertybellmuseum.com}. She explained that her business, called The

Liberty Bell Museum, is a retail entity that offers a variety of souvenirs, costumes and gifts, books and educational materials related to Early American history up to the Civil War era. She attended the workshop with Laura Knott Twine, at the Entrepreneurial Center in Hartford, whom she stated was "exceptional!" on small business ownership. This workshop helped her to focus on what needed to be done to grow the business.

As a result of SBA's assistance, Dinah's museum business has become more streamlined and she is far more aware of the needs for running a successful business. She has received assistance in marketing, insurance, business structure, taxes and business licensing. She is presently researching and exploring various options for her business, including incorporating, adding e-commerce to the web site and, because of fast growth, whether she should establish her business in an office outside her home. From January 1, 2004 through the end of May, Dinah made a total of 1150 sales and has grossed \$43,458.00. At this impressive rate of growth, Dinah has a good chance of reaching her goal of \$95,000.00 in gross sales this year!

Submitted by Lorraine Green, EDS

SPOTLIGHT ON!

Connecticut

Small Business Week 2004!!!

June 3, 2004

Jeffrey Butland, R. A. Region I and Greta Johansson, DDD, Connecticut District Office Celebrate with the 2004 Winners!



Edward Cull, Asst. VP Team Leader, Citizens Business Banking Group
2004 Financial Services Advocate



David Monighetti, Co-owner, Wyrepak Industries
2004 Small Business Exporter



Lesley Mills, Griswold Special Care
2004 Small Business Person



Mitch Young, Publisher, New Haven Business Journal
2004 Small Business Journalist



Barbara Potopowicz, PIO, PCSW –
2004 Women in Business Advocate



Charles Young, Vet. Employment Rep., CT DOL,
2004 Veteran Small Business Advocate



Rafael Collazo, Hispanic Business Ed. & Outreach Coordinator, CSBDC
2004 Minority Small Business Advocate



Atty. Richard Blumenthal,
Connecticut State Attorney General



L to R – Ed Skou, Gary Heidel, Ken Silvia, CT District Director

More

Connections

Hartford SBA OWBO-CT Entrepreneurial Center www.entrepreneurialctr.org.

SBA en Español www.sba.gov/espanol/

Hartford Economic Development Commission www.hartforddecodev.com

SBA Teen Web Guide www.sba.gov/teens

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